AFGRI Corporation limited

LOCAL EXPERIENCES – GRAIN STORAGE SERVICES

presented by Twambo Muchimba
Siavonga, Zambia
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AFGRI offers a wide range of services, skills and expertise., focusing on product development and specialized services, AFGRI Corporation Limited prides itself on its integrated approach to market needs, with the customer’s profitability a priority.

AFGRI has been operating in Zambia since 2003 providing services that include:

- Trading in grains; wheat, maize and soya beans
- Grain storage service: open to farmers and millers
- Mechanization: farm implements and machinery
- Leasing Services; crop and asset financing
Services Offered

- **Grain Handling and Storage**: All grains that include; wheat, Maize, Soyabean, Beans and many others

- **Commodity trading**: in all grains dealing with farmers, millers, processors and Food Reserve Agency
Services cont’d

- **Mechanisation**: dealing in agricultural equipment such as tractors, spares, maintenance, specialised agricultural machinery (John Deere Franchise)

- **Capital**: Financing and leasing
Areas of operations

- AFGRI has been operating in Zambia’s key agricultural provinces namely:
  - Southern
  - Central
  - Eastern
  - Copperbelt
  - Lusaka
Experiences to date

Storage and Handling

- AFGRI handles between 70,000 – 100,000mt annually
- Handling grain and storage in silos, open slabs and closed sheds
- Provision of weighing services
- Modern lab for grain testing and analysis
The major crop that farmers grow is maize

Government interference into the market (floor prices and offloading of grain – gov’t subsidies)

High cost of infrastructure – silos

Contracts – defaults easier option for exit
The country is now experiencing massive grain production – improved grain storage financed by private sector

WHR will be enforceable easily with this supporting ACT

Attract more investment in a reliable grain storage systems

Farmers may access financing using WHR with AFGRI

Farmers will not be in a panic mode
Conclusion

- AFGRI has always encouraged grain storage to farmers as a way of enhancing better prices for the commodities and with the introduction of this workable WHR,

- In this regard, AFGRI sees improved grain handling and storage resulting in the country being a consistent supplier of grain in the region.
THANK YOU

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